

## Message Text

UNCLASSIFIED

PAGE 01 JAKART 06078 110418Z  
ACTION EA-12

INFO OCT-01 ISO-00 XMB-04 EB-08 /025 W  
-----066696 110919Z /14

R 110220Z MAY 78  
FM AMEMBASSY JAKARTA  
TO SECSTATE WASHDC 8667  
INFO USDOC WASHDC  
AMEMBASSY SINGAPORE  
AMEMBASSY KUALA LUMPUR

UNCLAS JAKARTA 6078

PASS EXIM

USDOC FOR OIM/SEA

SINGAPORE FOR USIMC

E.O. 11652: N/A  
TAGS: BTIO, EFIN, ID  
SUBJ: PURCHASE OF COMPUTERS FOR CENTRAL BUREAU OF STATISTICS

1. SUMMARY: CENTRAL BUREAU OF STATISTICS (CBS) IS  
CONSIDERING PURCHASE OF NEW COMPUTER FOR USE IN 1980  
CENSUS AND IS SEEKING OFFERS OF EQUIPMENT AND FINANCING.  
JAPANESE MAY OFFER CONCESSIONAL FINANCING TO CAPTURE  
SALE. IBM WILL SEEK EXIM FINANCING. END SUMMARY.

2. COMMERCIAL ATTACHE AND IBM REP., JACK EWEN,  
CALLED SEPARATELY ON SAM SUHARTO OF CBS AND LEARNED THAT  
CBS LOOKING FOR NEW COMPUTER FOR USE IN 1980 GENERAL  
CENSUS AND IN LATER SPECIALIZED CENSUS. EWEN REPORTS  
TOTAL PURCHASE, INCLUDING SOFTWARE, WILL AMOUNT TO  
5-6 MILLION DOLLARS, WHICH, HE SAYS, WILL BE INDONESIA'S  
LARGEST COMPUTER PURCHASE TO DATE. SUHARTO SAYS  
THAT HE HAS BAPPENAS APPROVAL IN PRINCIPAL FOR  
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PURCHASE AND BAPPENAS HAS INSTRUCTED HIM TO SEEK  
ALTERNATE SOURCES OF EQUIPMENT AND FINANCING. HE  
SAYS JAPANESE ARE CONSIDERING SOFT LOAN FINANCING  
AT 3 PER CENT INTEREST WITH 10 YEAR GRACE AND 30  
YEAR PAYBACK. HE SAID, HOWEVER, THIS OFFER TEN-  
TATIVE AND HE IS SEEKING OTHERS. CBS WILL PROBABLY  
ISSUE TENDER FO COMPUTER IN SECOND HALF THIS YEAR.

3. EWEN SAID THAT SUHARTO SEEMED TO PREFER PURCHASE FROM FIRM ALREADY ESTABLISHED IN INDONESIA, SUCH AS IBM, ESPECIALLY BECAUSE CBS HAD IN 1971 PURCHASED A BRITISH COMPUTER, FOR WHICH SUBSEQUENT SUPPORT SERVICE WAS NOT ADEQUATE. THEREFORE, EWEN THOUGHT THAT IF CONCESSIONAL JAPANESE OFFER DOES NOT MATERIALIZE, IBM HAS A GOOD CHANCE.

4. WE EXPLAINED TO EWEN TERMS AND PROCEDURES FOR EXIM FINANCING. HE PLANS TO INFORM HOME OFFICE WHICH WILL PROBABLY CONTACT EXIM.

5. COMMENT: IF IN FACT JAPANESE DO OFFER CONCESSIONAL FINANCING, IT WILL BE ANOTHER EXAMPLE IN THIS AREA OF THEIR USE OF SUCH FINANCING TO CAPTURE A SIGNIFICANT SALE TO ESTABLISH A MARKET PRESENCE JAPANESE EQUIPMENT MIGHT NOT OTHERWISE BE ABLE TO ACHIEVE. END COMMENT.  
MASTERS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, COMPUTERS, ADP SERVICES  
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**Draft Date:** 11 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**TAGS:** BTIO, EFIN, ID, CBS, CENTRAL BUREAU OF STATISTICS  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014